

# iD18

Welcome

Together  
We Innovate

SES Industry Days

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Event Programme

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**SES**<sup>▲</sup>  
beyond frontiers

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SES Industry Days 2018 (iD18) celebrates innovation across the industry, and acts as a showcase for cutting-edge, next-generation technology. It also brings together leading industry partners, allowing us to build lasting relationships, and explore future trends, challenges and opportunities together.

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**SES iD**



Download the Attendify App and look for the SES Industry Days 2018 event app

WiFi

Network — SESAfrica  
Password — idafrika18

# Welcome

Dear Delegates,

A very warm welcome to SES Industry Days Africa 2018.

Whatever communications product, technology or market we look at, the wind of digital change is everywhere. It is changing the broadcast and communications industry and will bring exciting new opportunities to all of us.

SES is well prepared for this digital change. We are serving the GEO and MEO market segments of DTH, mobile data communications and governmental services. This year we launched three new GEO and four additional MEO satellites. In addition to delivering 3.200 of our over 7.700 satellite video channels, our global media service provider unit MX1 now plays out over 8.400 video streams, making SES a true hybrid services provider.

For SES Industry Days Africa 2018, we have prepared an exciting programme covering satellite communications plus new video and IP service concepts, both from a technical and commercial perspective. We will kick-off the morning session with a keynote speech addressing the future of Africa's broadcast industry, then examine the roll-out of the Cell-C 'black' service before engaging into a panel discussion on successful and profitable content in African markets. In addition, we will hear about the new SES' satellite based Video-on-Demand Everywhere solution and afterwards discuss new innovative technology developments.

The afternoon session will start with a keynote from Loon on the innovation of connecting the unconnected with balloons on the edge of space, after which we will discuss how satellite enabled network services will help to grow the African internet economy. Further discussion will focus on cellular solutions available for rural deployments. Subsequent presentations will focus on cloud computing technology, examining how it can help break through the digital divide and what needs to be done to optimize internet feeds for cloud application performance.

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## Together We Innovate

As always, Industry Days Africa offers you excellent networking opportunities with over 300 delegates. We also like to encourage you to visit the 25 on-site exhibits and demonstrations from our industry partners.

Many thanks to our speakers, exhibitors and the SES Industry Days team for their enthusiastic support and dedication in making this event a success. It has, and continues to be a privilege and pleasure to work with you all.



**Thomas Wrede**  
VP, New Technology  
& Standards, SES Video

## Visit the 25 demos showing the latest technological developments

# Conference Agenda

Monday, 12 November

| TIME  | SPEAKER  | TOPIC   |
|-------|--|---|
| 08:00 | REGISTRATION   |   |
| 09:00 | <b>Deepak Mathur,</b><br>SES Video, Executive Vice President Global Sales  | <b>Opening Speech:</b><br>Welcome and overview of SES Video developments in African markets |
| 09:10 | <b>Biola Alabi,</b><br>CEO, Biola Alabi Media  | <b>Keynote:</b><br>The future of Africa's broadcast industry                                |
| 09:40 | <b>Surie Ramasary,</b><br>CEO, Cell C black  | <b>Case Study:</b><br>black - one year after launch   |
| 10:00 | TEA & NETWORKING   |   |
| 10:20 | <b>Olivier Laouchez,</b><br>Co-Founder & Executive Chairman, Trace   | <b>Keynote:</b><br>How to build compelling content for African audiences                    |
| 10:30 | <b>Joel Churcher,</b><br>Vice President & General Manager Africa, BBC Studios<br><b>Karen Thorne,</b><br>Founder/Director, Cape Town TV<br><b>Olivier Laouchez,</b><br>Co-Founder & Executive Chairman, Trace<br><b>Biola Alabi,</b><br>CEO, Biola Alabi Media<br><b>Cecil Jarurakouje Nguvauva,</b><br>Secretary General, SABA<br><b>Moderator: Clare Kandola,</b><br>CEO, Vidya Collective | <b>Panel discussion:</b><br>How to build compelling content for African audiences           |

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| TIME  | SPEAKER   | TOPIC   |
|-------|---|---|
| 11:10 | <b>Daniel Kiessling,</b><br>Senior Manager Solution Management, SES Video   | <b>Keynote:</b><br>Video on Demand Everywhere   |
| 11:20 | <b>Damien Sterkers,</b><br>Product Line Manager, Broadpeak<br><b>Xavier Battas,</b><br>CEO, Quadrille<br><b>Noto Modungwa,</b><br>International Business Development Manager, SENTECH<br><b>Jo de Loor,</b><br>Vice President Market Development, Newtec<br><b>Tobias Forsell,</b><br>CEO, Forsway<br><b>Daniel Kiessling,</b><br>Senior Manager Solution Management, SES Video<br><b>Moderator: Thomas Wrede,</b><br>VP, New Technology & Standards, SES Video | <b>Panel discussion:</b><br>The future of broadcast in Africa: Innovating platforms and devices that will shape the user experience |
| 12:00 | LUNCH   |   |
| 14:00 | <b>Simon Gatty-Saunt,</b><br>VP, Sales EMEA Fixed-Data, SES Networks  | <b>Opening Speech:</b><br>Welcome and overview of SES Networks developments in African markets                                      |
| 14:10 | <b>Alastair Westgarth,</b><br>CEO, Loon   | <b>Keynote:</b><br>Loon: How we're connecting the unconnected with balloons operating on the edge of space                          |



# Conference Agenda

(Continued)

Monday, 12 November

| TIME  | SPEAKER  | TOPIC  |
|-------|--|--|
| 14:35 | <b>Eric Watko,</b><br>Executive Vice President<br>Product, Marketing & Strategy,<br>SES Networks | <b>Keynote:</b><br>Growing the African Internet Economy with<br>Satellite-enabled Managed Network Services |
| 15:00 | TEA & NETWORKING   |  |
| 15:30 | <b>Albert Gardiner,</b><br>CEO, Fairwaves Inc.   | <b>Case study:</b><br>Fairwaves: New cellular solutions for rural<br>deployment                            |
| 15:55 | <b>Richard O'Halloran,</b><br>Founder, Newbold Networks  | <b>Keynote:</b><br>Blended Bandwidth: Optimizing internet feeds<br>for cloud application performance       |
| 16:20 | <b>Ewald Schrap,</b><br>VP, Cloud Segment Market<br>Management, SES Networks                     | <b>Keynote:</b><br>Technology: Breaking through the digital<br>divide by leveraging the power of cloud     |
|       | <b>Niall Duffy,</b><br>EMEA Partner Segment Lead -<br>Media & Entertainment, AWS                 |  |
| 17:00 | <b>Carole Kamaitha,</b><br>VP, Sales Africa, SES Networks  | <b>CLOSING</b>   |
|       | <b>Clint Brown,</b><br>VP, Sales and Market<br>Development, SES Video                            |  |
| 17:15 | EXHIBITION VISITS, NETWORKING & COCKTAILS  |  |

## HIGHLIGHTS

### The Future of Africa's broadcast industry

**Biola Alabi**  
CEO, Biola Alabi Media

### How to build compelling content for African audiences

**Olivier Laouchez**  
CEO, Trace TV

### Fairwaves: New cellular solutions for rural deployment

**Albert Gardiner**  
CEO, Fairwaves Inc





**iD18**

location

View Over the V&A Waterfront.  
Cape Town, South Africa.



# Speakers

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### **THOMAS WREDE**

VP, New Technology & Standards, SES Video

Thomas Wrede is the Vice President, New Technology & Standards in the Video business unit at satellite operator SES in Betzdorf/Luxembourg, where he and his team are responsible for providing strategic recommendations regarding innovative technology developments in the video, IP and communications technology segments. Thomas' team is also responsible for developing new satellite reception products and solutions. Thomas Wrede joined SES in 1992 as a Senior Systems Engineer.



### **CLINT BROWN**

Vice President, Sales and Market Development, SES Video

Clint Brown is the Vice President, Sales and Market Development for SES Video in Africa, where he showcases extensive industry experience to drive regional strategy and market development. He is responsible for leading the SES Video's commercial activities in the region with a focus on accelerating the digital switchover, supporting broadcasters in increasing their channel line-ups and content providers in growing their audience, as well as enabling mobile operators to diversify their offerings and leverage their networks for video delivery.



### **BIOLA ALABI**

CEO, Biola Alabi Media

Biola Alabi is an entrepreneur, filmmaker, investor, public speaker, television executive and anchor. The media icon heads Biola Alabi Media a dynamic consultancy and production company with expertise in strategic consulting for pay entertainment, digital television, interactive television and emerging entertainment distribution platforms; they service governments, content creators, telecommunication industry, and investors in the converging media technology space. Biola Alabi is the Executive Producer of the 2018 movie Lara and the Beat and 2017 Nollywood blockbuster and highly acclaimed movie Banana Island Ghost (B.I.G).



### **JOEL CHURCHER**

VP & GM Africa BBC Studios

Joel Churcher is Vice President & General Manager Africa, BBC Studios. Joel Churcher is responsible for strategy and business development across all BBC Studios business in the region, including TV and Digital sales, Production and Format sales, Licensing and Publishing, Live Events and the daily management of the BBC branded channels portfolio available on DSTV. Prior to starting his role as VP and General Manager Africa, Joel worked a highly successful tenure as Account Director for BBC Studios Channels across the EMEA region, steering the advertising sales business in markets such as Norway, Poland and Italy.



### **XAVIER BATTAS**

CEO and Founder, Quadrille

Senior Executive with international and domestic success in General Management, P&L and Strategic Planning, Broadcast Systems, Embedded Software Development and Content Delivery technologies expert. Background is a Master Degree in Computer Science at ISEP (France).



### **JO DE LOOR**

VP Market Development, Newtec

Currently Jo holds the position of VP Market Development at Newtec. Next to developing the HTS and enterprise markets and assisting to large project sales, he shares his expertise in broadband and VSAT within the Newtec organization. In his previous role as Product Manager, he was responsible for the product definition and market launch of Newtec Dialog®, Newtec's scalable, flexible and bandwidth efficient multiservice platform. It gives operators the power to offer a variety of services on a single platform while assuring the most optimal modulation and bandwidth allocation.

# Speakers

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**NIALL DUFFY**  
EMEA Partner  
Segment  
Lead - Media &  
Entertainment  
AWS

Niall manages AWS's partner network for Media & Entertainment in Europe, Middle East & Africa. Niall has over 20 years experience in media and entertainment covering consultancy, systems integration and solution marketing. He has expertise in media management and media workflow and has a constant focus on emerging technologies and their impact on business performance. He applies that experience in supporting AWS partners on their journey of utilising cloud to transform media workflows.



**OLIVIER LAOUCHEZ**  
Co-Founder &  
Executive Chairman,  
Trace TV

Olivier Laouchez is a serial media entrepreneur of French Caribbean descent with more than 25 years of experience in the TV and music industries. He is the Executive Chairman of TRACE, a global broadcast and digital media company specialized in afro urban music and entertainment, which he co-founded in 2003. Today TRACE is active in more than 160 countries, engaging with a 200 million multicultural audience through its 23 pay TV channels as well as radios, digital platforms, mobile services and premium events, making it the leading media brand for lovers of afro urban culture in the world.



**TOBIAS FORSELL**  
Managing Director,  
Forsway

A pioneer in creating smart technology for bringing broadband services to markets outside the traditional grid, Tobias established Swedish tech firm Forsway in 2004 tapping his extensive experience from Nokia Home Communications. Today he leads the innovative team that cultivates benchmark solutions for combining satellite with existing terrestrial technologies to enable cost-efficient broadband services for the millions in hard-to-reach and emerging markets lacking internet access; fostering solutions to reduce the digital divide.



**CECIL J. NGUVAUVA**  
Secretary General,  
SABA.

Cecil Jarurakouje Nguvauva was born and raised in Namibia. As any other Namibian youth, he was exposed to the harsh political conditions of the time in Namibia. He started his career in media as a producer at a radio station. He was responsible for youth and entertainment programmes. He studied Public Administration in Namibia majoring in Communication, Public Relations and Economics. He also studied Business Management and a post graduate diploma in Journalism. Cecil J. Nguvauva has performed various roles for the Namibian Broadcasting Corporation, NBC, since the start of his career. Cecil is the Secretary General of SABA.



**ALBERT GARDINER**  
CEO,  
Fairwaves Inc

Fairwaves is a leading innovator in software-defined radio cellular technology. Our base stations and products significantly lower the cost of GSM and LTE mobile networks in low-density / emerging markets. Before joining Fairwaves, Albert was CFO of Africa Mobile Networks Ltd, his experience includes raising in excess of \$50million to launch rural networks in West Africa with Tier-1 Telecom operators. He also has seven years investment banking experience at Goldman Sachs. Albert is a French/British national, holds a BSc in Business studies from London Guildhall University.



**CAROLE KAIMATHA**  
Vice President,  
Africa Sales,  
SES Networks

With over 13 years of sales and marketing experience and more than a decade working in the field of Satellite Communications in Africa, Carole is responsible for SES Networks business throughout Africa. Prior to joining SES Networks, Carole worked as General Manager for iWayAfrica Zambia, the largest VSAT Solutions provider in Africa. Previously, Carole held a number of positions with AFSAY Services, where she was a pivotal member of management team for over six years. During her career, she has been responsible for Strategy Development and Execution, Team co-ordination, and trend analysis.

# Speakers



**CLARE KANDOLA**  
CEO,  
Vidya Collective

Clare is CEO of Vidya Collective, a network of international content specialists supporting content creators and distributors build services and market presence. Clare's background is in strategic development and commercial management of video content services. Clare has consulted with innovative brands including Amazon, Lovefilm and Freesat driving OTT development and international expansion. She has worked within management of leading content companies, as Bloomberg's Commercial Director for EMEA and South Asia, managing Discovery's distribution and acquisitions, and responsible for Turner's new advertising sales. She also produces documentaries in the UK and India.



**DEEPAK MATHUR**  
EVP, Global Sales,  
SES Video

Deepak Mathur is Executive Vice President, Global Sales, Video, at SES the world's leading satellite operator, with over 70 satellites operating in both the GEO and MEO orbital arcs. Previously, he had been Senior Vice President, Commercial at SES for Asia-Pacific and the Middle East. He is responsible for driving growth and strategy for SES's global video business, including in some of the most dynamic markets in the world, while providing customers with world-class satellite and content delivery solutions across a range of platforms. With more than 20 years of experience in the industry, Deepak has a keen understanding of customers' satellite requirements.



**DANIEL KIESSLING**  
Senior Manager,  
Product and  
Solutions  
Development,  
SES Video

Daniel Kiessling has more than 15 years' experience in the electronic media industry. His work focus is on development of product solutions for future entertainment services. Before joining the Media Platforms and Product Development Team at SES Video, he worked in several product management positions for Deutsche Telekom, Vodafone/Kabel Deutschland and SMIT Digital. Daniel was involved in the development and launch of groundbreaking TV and video services such as T-Online Vision and T-Home Entertain. Currently he is building up TV platforms in Africa and LATAM using the power of the SES' satellite fleet and MX1's video service expertise.

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**NOTO MODUNGWA**  
Business  
Development:  
International,  
SENTECH

Noto is an experienced individual with over 2 decades of ICT experience in different industry sectors: IT, Telecoms, Financial Services and Broadcasting. Noto has had the opportunity to implement various ICT management systems on various platforms. Noto has operated within various contexts e.g. sales, marketing, development, support and eCommerce. Noto regards himself as a rare breed in that he has experience both in the technical as well as commercial side of business which allows him to match client requirements with the right solutions. Noto previously served as a Research and Development Specialist in SENTECH and is now responsible for business development for all international business for SENTECH.



**SIMON GATTY SAUNT**  
Vice President, Sales  
EMEA, Fixed-Data,  
SES Networks

Simon has held a number of senior positions in the satellite business for the past 14 years. This includes over 10 years at SES, as Regional Vice President of Sales for Data & Mobility Services and now as Vice President of Sales EMEA for Fixed-Data. He is responsible for driving revenue in the fixed-data, enterprise, government, Telcos/MNOs and ISP for customers based in Africa, Middle East, Europe, Russia, CIS and Central Asia. Simon held a senior sales position at Globecast, a France Telecom company, where he was responsible for broadcast product and business development across Northern Europe and Scandinavia.broadcast signal distribution service provider in South Africa.



**KAREN THORNE**  
Founder & Station  
Manager  
Cape Town TV

Karen studied Journalism and Media Studies at Rhodes University, where she became involved in the anti-apartheid movement. recognising the critical role of media in society, she committed to democratising media in post apartheid South Africa. In 2004, Karen spearheaded a consortium of NGOs and applied for a community TV license - in 2008, Cape Town TV launched. Cape Town TV currently broadcasts 24 hours a day, 7 days a week (including 60% local content) free-to-air in Cape Town and nationally on DSTV to a viewership of 3 million+ people.



# Speakers

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**RICHARD O'HALLARON**  
Founder,  
Newbold Networks

Richard O'Halloran is a Founder of Newbold Networks, a specialist consultancy focused on helping service providers evolve to deliver application aware networks. Prior to forming Newbold Networks, Richard held several positions at pioneering DPI vendor Sandvine, including leading cable network sales for Northern Europe, head of Sales and Marketing for Japan and the South Pacific, and was APAC Product Manager for Wireless Mesh Networks and Content Switching at Nortel.



**DAMIEN STERKERS**  
Product Line  
Manager,  
Broadpeak

Damien manages the multicast-ABR solution at Broadpeak, a world leader in video delivery components. His whole 20 year career has been dedicated to designing, building and enhancing video distribution systems. His experience, deeply technical and mainly acquired in the field and in direct contact with TV operators, has given him a pragmatic vision on how technical innovations can be translated into practical benefits when it comes to optimising systems and facilitating their operations.



**SURIE RAMASARY**  
CEO,  
Cell C black

Surie is currently the Chief Executive of Black, a division of Cell C. She recently launched a very disruptive entertainment platform that brings content inclusion to the South African market. The offering includes the Buy or Rent of a movie straight off theatrical Cinema so getting access to the latest content first, subscription models that provide choice from movies, series, music, TV channels, lifestyle services like booking, betting, gaming and so much more. The platform was built with affordable pricing models and easy access of use by simply using Prepaid airtime to subscribe, a first in SA. The product was also launched across multiple platforms, Android and iOS apps, the web and a media box.



**ERIC WATKO**  
Executive Vice  
President, Product,  
Marketing and  
Strategy,  
SES Networks

Eric Watko leads product management, marketing, customer enablement and portfolio strategy for SES Networks. He is responsible for driving the development of the company's products and vertical market segments. Mr. Watko has extensive experience in satellite communication networks and space-based processor technologies, having worked in the industry for over 20 years (including SES Networks, O3b, VT iDirect and Cisco). His experience in commercial and government satellite and telecommunications industries range from payload system engineering, future satellite communication network architectures, product development, manufacturing and production.



**EWALD SCHRAP**  
Product Line  
Director,  
Networks Services,  
SES Networks

Ewald Schrap is the Product Line Director for Networks Services at SES Networks. He works with SES Networks partners and customers to ensure the connectivity services portfolio provides the end-user experiences and business outcomes desired by our partners and their customers. Ewald has more than 20 years' experience in the networking industry. He has worked in engineering and product line management roles at various technology startups as well as more established companies in the networking industry, with his last role before joining O3b Networks being Portfolio Owner for MPLS at Ciena, landing major customers such as Bharti Airtel, Telstra and Verizon.



**ALASTAIR WESTGARTH**  
CEO, Loon

Alastair Westgarth is the CEO of Loon, an independent business within Alphabet that is working to bring internet access to unserved and underserved communities around the world via a network of balloons operating on the edge of space. Over a 30 year career in the cellular industry, Alastair has built and run a number of wireless telecom technology companies in the United States and around the world. He came to Alphabet in 2017 from Quintel Solutions, a cellular antenna company where he was CEO. Prior to that, Alastair served as a Vice President at Nortel and Director of Engineering at Bell Mobility.

# Onsite Demonstrations



## AWS

Video solutions from Amazon Web Services (AWS) make it easy to build reliable, broadcast-quality video workflows in the cloud. These services allow you to create professional-quality media experiences for your viewers without the time, effort, and expense typically required to run specialized video equipment in a traditional data center. Pay-as-you-go pricing and fully automated resource scaling let you handle any size audience without significant capital investment. Instead of managing complex infrastructure, video solutions from AWS let you focus on content to give viewers a great user experience using AWS Elemental, AWS Thinkbox, Amazon Machine Learning, and Amazon Content Delivery services. <https://aws.amazon.com/digital-media/aws-managed-video-services>.



## AWS ELEMENTAL

AWS Elemental is an Amazon Web Services company that combines deep video expertise with the power and scale of the cloud to provide nimble, flexible software-based video processing and delivery solutions. With AWS Elemental, customers can harness the elasticity of the cloud when needed, on demand and with pay as you go services. Solutions from AWS Elemental allow broadcast TV and multiscreen video to be customized, originated and monetized at global scale, giving customers the ability to quickly, easily and economically scale and optimize video operations and the freedom to focus on what matters: transforming ideas into compelling content that captivates viewers.



## BROADPEAK

Broadpeak's systems and services help operators increase market share and improve subscriber loyalty with superior quality of experience. Broadpeak supports all of its customers worldwide, from simple installations to large delivery systems reaching capacities of several million of simultaneous streams. Broadpeak will show how it is possible to broadcast video in OTT format rather than in traditional MPEG-TS, bringing together all the experience of OTT while preserving the quality and efficiency of satellite distribution.



## COMTECH

Service providers, satellite operators, governments and commercial users wanting to optimize communications, increase throughput and delight customers leverage the performance and flexibility of the Comtech brand. Facilitating fixed and mobile networks in 160+ countries.



## ENENSYS

The demonstration aims at illustrating the OneBeam solution, the unique DVB single illumination end-to-end System (DVB-SIS). The TxGateway at the head-end inserts DVB-SIS metadata information into the DTH bouquet composed of 2 HD and 6 SD services. The DTH consumers receive this DTH bouquet with the 8 TV services and ignore the DVB-SIS metadata. At the DTT transmission site, the DVB-SIS TxEdge device processes the metadata, fetches 6 TV services out of the 8 DTH bouquet and deliver a new DVB-T2 stream in a deterministic manner to enable SFN broadcasting.

# iD18



## MEDIAKIND

MediaKind is the new identity for Ericsson's Media Solutions business. MediaKind's presentation includes Contribution and Primary Distribution, Direct-To-Consumer, Cloud DVR/Timeshift TV Solutions and TV Platforms. MediaKind will be showcasing their latest generation Video Processing software solution that incorporates UHD HEVC and MPEG-4 HD Mixed Statistical Multiplexing to maximise bandwidth efficiency and allow customers to launch UHD services economically. In addition we will be showing the Dense Contribution solution with UHD Decode, Quad HD Decode and SMPTE2110 in their MKCP (MediaKind Content Processor) to provide customers the ability to decode up to 4x HD services in 1RU or 1x UHD service in 1RU.



## FORSWAY

Forsway are leaders in the integration of satellite and terrestrial networks, the most efficient way to expand services in regions with limited broadband infrastructure or capacity. Forsway's solutions are designed as an extension of terrestrial broadband networks from the sky, using broadcasting satellites for the delivery of broadband to the subscribers and terrestrial networks (mobile, dial-up or others) to carry the return channel. Forsway will demonstrate how hybrid connectivity, using satellite and terrestrial infrastructure for connectivity and multicast services, can be can create affordable connections for the mass market in Africa.

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## GT-SAT INTERNATIONAL

GT-Sat International, the European leader in LNB and satellite accessories supply, has been pioneer for CSS devices and delivering technology to worldwide customers for 4 years. GT-Sat's products are innovative with exclusive software solutions. GT-Sat will demonstrate its latest cutting-edge technological development: digital CSS LNB, multiswitch and intelligent wall socket, capable of independently supplying multiple satellite signal to 32 receivers at the same time, using a single coax cable. The demonstration shows the strength and ease of use of the digital channel stacking technology. Viewers will be able to experience multi-STB HD/SD reception on the TV screen, supplied with one LNB, working in dynamic mode (EN50494, EN50607).



## HI CALIBRE

Hi Calibre are specialists in satellite communications offering broad end-to-end telecom and broadcast solutions. At SES Industry Day they will focus on their advanced communications-on-the-move solution, showing the transmission of video, data, e-mail, Internet, Intranet, and VoIP (Your Own PABX) - on the move, at speeds in excess of 120Km/h) - in parallel - from anywhere. This demo will be of particular interest to the news, security and emergency response sectors.

# Onsite Demonstrations



## iDIRECT

iDirect is a global leader in IP-based satellite communications. We provide technology and solutions to enable our service provider and satellite operator partners to optimize their networks, differentiate their services and profitably expand their business. iDirect's Intelligent Platform is an IP-based satellite communications system engineered to deliver high-quality broadband connectivity wherever and whenever it is needed. It positions operators and service providers for long-term growth and success with the ability to access a wide range of markets, including fixed markets such as broadband, USO, enterprise and cell backhaul as well as mobility markets such as maritime, aero and land vehicles.



## INTERSAT

Intersat Ltd is a leading provider of satellite based broadcast and data solutions in Africa. Offering video contribution and distributions service for broadcast and Internet via satellite connectivity to major organizations, government institutions and the private sector. We strive hard to stay at the cutting edge of technology, investing heavily in state-of-the-art services that make service delivery more efficient and reliable. Intersat will showcase their iDirect platform services and broadcast solutions on NSS12 both in C and Ku band.



inverto™

## INVERTO

Inverto is a leading supplier of broadcast reception equipment and video streaming solutions serving major DTH operators across the world, leveraging strong R&D and software capabilities and has secured a leading position in a host of new breakthrough technologies including Ka/Ku Co-locate LNBs, dCSS, SAT>IP (IP-LNB), multiscreen video streaming and WebRTC.

Inverto will highlight three of these products namely, SatWatch (early alerts on reception issues before they turn into expensive problems. Ideal for MDU/hospitality installations), SatPal (control the quality of your field installations with our smart all-in-one meter with iOS and Android apps) and iCAST (the first cloud service allowing users to easily share files with remote sites over satellite.)



## AWS MAGENTA

Magenta are a deeply experienced team who provide a unique combination of technical, business and industry knowledge that is channelled into a complete service system integration for the broadcast industry. We help content creators & service providers to find more efficient ways to deliver video content, using enhanced video workflows, virtual technologies and smarter thinking. Magenta will be demonstrating a live cloud based remote editing from the AWS cloud.

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## MAXLINEAR

MaxLinear delivers high-performance broadband and networking semiconductors based on its highly integrated radio frequency analog technology, high-performance optical networking technology and its pioneering MoCA and Direct Broadcast Satellite ODU single-wire technology. The company's technology transforms how traditional broadcast and IP streaming video is seamlessly, reliably, and securely delivered, processed, and distributed into and throughout the home.

The demonstration will focus on high-speed broadband services can be delivered to a neighbourhood, community or MDU via either satellite or fibre, then distributed to individual families in one of the following ways: unlicensed 60GHz mmWave (Gbps), P2MP fixed wireless links, and bridged into homes or MDUs using one of MaxLinear access technologies.



MX1

## MX1

MX1 is a leading global media services provider. It works with leading media businesses to shape content into the ultimate viewer experience, ensuring it can appear on any device anywhere in the world. MX1 offers a full range of content aggregation, content management, channel payout, online video/VOD and content distribution services via its MX1 360 Unified Media Platform to amplify audience reach on any broadcast, online or VOD platform. MX1 demonstrates MX1 360 - our cutting-edge unified media platform for monitoring, managing and delivering linear and non-linear content to any broadcast, VOD or OTT platform. This will show how MX1 360 manages media complexities to provide rapid and agile solutions and technologies to maximise the value of video content.



## NEWTEC

Sub-Saharan Africa has the world's fastest-growing population. At Newtec, we believe that high-speed connectivity is the answer to improving outcomes for students, empowering businesses and to unleash potential. Connectivity via cost-effective satellite solutions enables sustainable broadband and opens up opportunities for millions of people across Africa. Newtec provides the highest standards in bandwidth efficiency, flexibility, reliability and the best connectivity experience for even your most demanding customers, all whilst keeping your OPEX under control. Our technology solutions are the safe choice for any satellite communication network from all-IP newsgathering and OTT to enterprise connectivity and mobile backhaul to trunking.



fairwaves

## FAIRWAVES

Fairwaves make rural mobile coverage profitable. We have built a unique technology that significantly lowers the cost of deploying and operating mobile networks in rural regions. Fairwaves is gaining a footprint in the telecommunications space by helping Mobile Network Operators (MNO) to roll out mobile networks to reach up to 1.6 billion new customers. Fairwaves is building the next generation of software-defined radio base stations. As part of the OpenRAN initiative, Fairwaves is working with Vodafone, Telefonica and Intel to deliver LTE at low cost by using Intel's x86 architecture. The low power version of the OpenRAN LTE range will be built by Fairwaves using Fairwaves radio hardware shown at the demo and trialled in Africa in 2019. The demo will show data being streamed over 4G from a Fairwaves LTE base station to a number of different handsets.



# Onsite Demonstrations

SES<sup>^</sup> Networks

## O3b mPOWER

O3b is a pioneering force in networking and communications, transforming the satellite industry with our O3b MEO constellation, bringing high-performance connectivity to millions of people and places around the globe. Built on our proven MEO technology, O3b mPOWER achieves a new level of system flexibility, enabling customers to optimize network performance, reduce total cost of ownership and tailor services according to highly granular customer requirements. At our display you can see first-hand how O3b mPOWER enables cloud-scale capacity, expansive reach and fibre-equivalent, low-latency performance, creating superior end-user experiences across Africa and the world.



## WAPS

West Africa Platform Services (WAPS) offers world class broadcast infrastructure, providing a wide range of services, including content management, playout, encryption, multiplexing, satellite uplinks and other digital TV media broadcast services for the broadcast industry. West and Central Africa are experiencing unprecedented levels of economic and developmental growth, increasingly being viewed as the most dynamic and exciting regions for media and broadcasters to do business in. As economies mature, so too will the demands for high quality services such as telecommunications, Internet, and without doubt, television. Africa has become the shining light for digital television, opening up new possibilities for broadcasters and channel operators looking to reach even more households. This really is the new frontier for Media and Broadcasters in Africa. Visit us at Industry day to discover our full offering.

SES<sup>^</sup>

## SES VIDEO (VoD-E)

VoD Everywhere provides video on-demand over satellite – no broadband needed. Designed for consumers who live beyond the reach of terrestrial broadband connectivity, we provide ubiquitous access to video on-demand with DTH quality of service. No buffering. No dropouts. No broadband data traffic costs. Give your customers access to movies, series, education, catch-up TV and linear TV streams and provide them with a multiscreen experience that the whole family can watch in parallel. With the multiscreen feature you can also provide your content to public hotspots like universities, train stations, airports and more places where people would like to watch videos.

dataminer  
by skyline communications

## SKYLINE COMMUNICATIONS

Skyline Communications is the global leading supplier of end-to-end multi-vendor network management and OSS solutions for the broadcast, satellite, cable, telco and mobile industry. Our flagship DataMiner network management platform, which received various prestigious awards, enables end-to-end integration of the most complex technical ecosystems and has been deployed by leading operators around the world. DataMiner is the most advanced end-to-end multi-vendor NMS, OSS and orchestration software solutions for the broadcast, satellite, cable, telco and mobile industry. One interface to manage your entire operational ecosystem, across any vendor and technology boundaries, results in a significant reduction of operational expenses and increased quality of service. This award-winning solution is integrated with more than 5500 devices and systems from more than 600 different key industry suppliers

# iD18

SMARDTV

## SMARDTV

SmarDTV Global, is an international leader in pay-TV technology. SmarDTV Global designs and manufactures a large range of Consumer Electronic Devices, including Set-Top-Box solutions and CI / CI Plus plug-in module which enable access to premium digital pay-TV services whether delivered through broadcast or broadband. SmarDTV, a trusted partner for smart and secure devices that, enhances the consumer experience in a connected world. We supply innovative TV products for the African market via local partnerships and local manufacturing, and we are partnering with SES for VoD Everywhere. Come and meet us and find out more about our products and solutions.



## SPACE TELEVISION (PTY) LTD

Space Television is a leading provider of integrated satellite, interactive television and CCTV services, focusing on providing affordable and seamless solutions to developers, project managers and end users. Reliable WI-FI access and High Definition television are fast becoming the top two considerations when booking hotel accommodation. Ensuring that hotel rooms will meet these demands may become very costly and time consuming for hotel owners. Space Television offer edge of technology solutions allowing for the reliable distribution of HD Television and WI-FI access via an existing (or new) RF coaxial distribution network. Come chat to us and let Space TV Redefine your Television experience.

SES Industry Days

Together  
We Innovate

testtree<sup>™</sup>

## TEST-TREE

Test-Tree offers test and monitoring equipment for DTV industry. The objective is clear: develop the best products and give the best support to each and every test and monitoring customer. Test Tree will demonstrate its global solution for satellite link test and monitoring, including pocket-sized tools for lab and field investigation and its 24/7 monitoring of the Qos/QoE of DVB-S/S2, IPTV and OTT services



## UNITRON NV

Unitron presents the new Johansson range of satellite optical fibre distribution products. We present various products to equip buildings with a satellite fibre system. In combination with our signal optimization products, this will result longer distance reach, lower signal degradation and lower equipment costs. The demonstration will focus on different system setups and on the specific fibre products we developed. Our new satellite optical fibre products will boost your business. Come to our booth and learn how you can benefit

# Uber Codes

Join us at Industry Days and receive a free Uber journey to and from the event compliments from SES.

Please use the below SES promotion to claim your free Uber, the promotion will only be active on the 12th of November between 05:00 and 22:00.

Promo code (to be entered into the Uber app): eradedz

Upon confirming your attendance, you'll receive an email with a unique link or promo code. You can claim your ride pass in two ways: a "Claim My Ride" link or by entering the promo code in the Uber app. Terms and conditions apply.

# Airport

Cape Town International Airport is Africa's 3rd largest airport. It is also Africa's premier tourist and VIP destination and has established a reputation as Africa's premier international award-winning airport, consistently performing among the best in the world for service in its category.

# Event Map



# Access

## PARKING

On the N1 heading into Cape Town turn right at Coen Steytler Avenue.

At the 1st Roundabout take the first exit onto Dock Road.

At the 2nd Roundabout take the second exit - continuing on Dock Road.

Stay on Dock Road all the way through the V&A - pass the aquarium and shopping centre on your right.

(Please note on the Google map Dock Road changes to Port Road but it is marked with signs in the V&A as Dock Road).

At the 3rd Roundabout take the second exit - passing the BMW Pavilion on your left.

At the 4th Roundabout continue straight over to the last Roundabout and Granger Bay Boulevard.

At the last Roundabout, go straight over into the Granger Bay Parking Area, where you will see The Waterfront Lookout on your right.

# Venues, Hotels and Contacts

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## CONFERENCE VENUE

Granger Bay Blvd,  
V & A Waterfront,  
Cape Town, 8002  
+27 86 102 2230

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## RECOMMENDED HOTELS

The Radisson Blu Waterfront  
100 Beach Road, Granger Bay  
Cape Town, 8001  
+27 21 441 3000

The Westin  
Convention Square, Lower Long Street  
Cape Town, 8001  
+27 21 412 9999

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## EVENT SUPPORT CONTACT



Oyoenisai Andrew-Essien  
oyoenisai.andrew@ses.com

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## EMERGENCY CONTACTS

**10111** Police Flying Squad  
**10177** Ambulance  
**107** City of Cape Town  
General Emergency

WiFi

Network — SESAfrica  
Password — idafrika18